



EXPORT-IMPORT BANK *of the UNITED STATES*

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

Single-Buyer and Multi-Buyer Insurance Comparison

Policy Parameters	Short-Term Single-Buyer (ESS)	Standard Short-Term Multi-Buyer (ESC)
Risk Coverage	Commercial and political risks: Private Buyers: 90% L/C Transactions: 95% Sovereign Buyers: 100%	95% commercial and political
Interest Rate Coverage	Covered up to WSJ Prime minus $\frac{1}{2}\%$, up to 180 days after the due date.	Same
Discretionary Credit Limit	None, Ex-Im Bank will pre-quality the buyer	Revolving credit limits “per buyer” are contained in the policy. Limits needed in excess are pre-approved by Ex-Im Bank.
Deductible	None	Based on the accounts receivable aging and export losses. Minimum is $\frac{3}{4}\%$ of the export portfolio.
Premium Rate	Varies, depending on the country, repayment terms, and buyer classification. Rates are published on www.exim.gov	Composite rate is calculated based on the spread of risk, buyer type, and the length of the credit terms extended.
Minimum Premium	<u>Exporter Class</u> <u>Small</u> <u>Others</u> Private Buyers: \$1,000 \$2,500 L/C Transactions: \$ 750 \$1,500 Sovereign Buyers: \$ 500 \$ 750	None

Policy Parameters	Short-Term Single-Buyer (ESS)	Standard Short-Term Multi-Buyer (ESC)
Period Covered	Generally 3 months, but can be issued up to 12 months to accommodate repeat sales to one buyer, or several shipments under one contract or P.O.	Renewable every 12 months and cancelable by either party with 30 days notice.
Responsibilities of the Insured	<ul style="list-style-type: none"> ■ Pay premium in full before policy issued ■ Report overdue amounts in excess of 90 days. ■ Cease shipment if buyer is insolvent or has past dues in excess of 90 days. ■ Make a minimum of one written demand for payment at least 30 days before filing a claim. 	<ul style="list-style-type: none"> ■ Pay \$500 (minimum) advance premium to set-up the policy. ■ Shipments may be reported at any time after shipment is made, but no later than the 30th of the month following the month of shipment. ■ Calculate and pay premium on all insured shipments. ■ Stay within authorized DCLs and apply for SBCL if DCL insufficient or restricted. ■ Report overdue amounts in excess of 90 days on amounts over \$25,000. ■ Cease shipments if a buyer is insolvent or has past dues in excess of 90 days. ■ Make a minimum of one written demand for payment at least 30 days before filing a claim.
Buyer Qualification Requirements	Per Ex-Im Bank's Short-Term Credit Standards (STCS)	Same
Claim Filing Window	90 days to 8 months after the due date	Same
Application Process/Fees	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application to the local Ex-Im Bank regional office, either directly or through an insurance broker (if applicable). Include the exporter's credit report, and credit/financial information on the buyer, as specified in the application (varied, depending on the transaction amount). ■ Commitment Notices are binding offers, cannot be rescinded or changed by Ex-Im Bank, and are valid for 90 days. 	<ul style="list-style-type: none"> ■ No application fee. ■ Submit the application to the local Ex-Im Bank regional office, either directly or through an insurance broker (if applicable), or by using Ex-Im Online. Include the exporter's credit report, and most recent 2 years financial statements. ■ Policy quotations are binding offers and are valid for 30 days.

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